



DED UPDATE

111 Rockville Pike | Suite 800 | Rockville, Maryland 20850 | 240-777-2000 | www.montgomerycountymd.gov/ded



From the Director

I'm very pleased to report that our recent ***Building Blocks for the Future: Empowering Small and Minority Businesses in Montgomery County*** event was a huge success!

More than 150 Montgomery County small and minority business owners and enthusiasts participated in this hands-on, interactive meeting to gauge the major issues and concerns most important to this vital segment of the County's economy. Key areas of concentration were identified, along with recommendations on what the County can do to better serve the needs of this vital segment of the business community.

And, I'm also pleased to announce that Katie Knowlin, DED Business Empowerment Manager and team leader for our July Building Blocks event, has been selected for the 2007 class of Leadership Montgomery – an intensive nine month program designed to educate, connect and inspire emerging County leaders in an effort to improve our community. Participants engage in hands-on study in areas such as business, housing and development, transportation, education, public safety, diversity and multiculturalism, and the arts.

We congratulate Katie on this achievement, and know her involvement in this coveted program will both enrich her professional development and help her better serve the evolving needs of our diverse and growing business community.

As always, please feel free to **forward** us any suggestions or comments you may have regarding this newsletter. We look forward to your feedback.

Sincerely,
David W. Edgerley

Divisional News & Highlights

Business Incubator Network

Since opening in June, the **Wheaton Business Innovation Center** is now 90% occupied with the admission last month of three new tenants: Encore-NG, Reid Financial, and Woodard & Associates. Prospective tenants should contact **Jerry Godwin** regarding remaining, available space. Additionally, we had two more tenants graduate from our MTDC facility over the summer - Correlogic Systems, Inc. and Ariadne Genomics, Inc. Congratulations and we wish both of these growing companies continued success!

Marketing and Business Development

We had great success at the recent 2006 Farnborough International Air Show held in London in July. We are actively following-up with the 10 prospects, 14 leads and 38 contacts we developed at this event. As the biggest, most internationally attended aerospace event in the world, Farnborough provided a unique venue for us to promote Montgomery County as a competitive U.S business location to the record number of aerospace industry leaders in attendance. This event got FY07 off to a great start, and helped close out an equally successful FY06, in which we saw 156 new or expanded businesses occupy over 3.346 million square feet of space and retain and/or create over 7,620 jobs.

Small Business Services

The Department is now recruiting mentors and mentees for its **Small Business Mentorship Program**. If you, or someone you know, may be interested in becoming mentors – successful business leaders with more than five years experience operating or managing a business, or mentees – registered Maryland business owners located in Montgomery County that have been in business for less than five years – please contact **Dr. DeVance Walker, Jr.** to learn more about participating in this Program. We plan to start the year long program this fall.

Workforce Services

Workforce Services was recently awarded grants for two significant projects. We received a \$25K grant from the US Department of Labor, Veterans Employment and Training Service, to conduct a feasibility study aimed at training and hiring recently disabled veterans returning from Iraq and Afghanistan for jobs as public safety dispatchers and other related occupations in the field of emergency response and public safety. This study will be conducted at Walter Reed Army Medical Center and the National Naval Medical Center. Partners include Montgomery College and Montgomery County Police Emergency Communications Division.

We were also awarded a \$67K grant from the Governor's Office of Crime Control and Prevention to support the **MontgomeryWorks** jail-based one stop employment center. The award provides funds to support the placement of ex-offenders into suitable employment in an effort to increase their chance for success in the community.

Please contact **Eric Seleznow** for more information regarding these recent grants and/or any Workforce Services programs.

Upcoming Meetings, Events & Announcements

Thursday, September 28, 2006 (10:00am-3:00pm) – Embassy Day 2006, Montgomery County Conference Center, 5701 Marinelli Road, North Bethesda. Explore new markets, new opportunities & get connected with more than 150 embassy officials representing 75 countries! Click above or visit www.wtci.org for more information.

Monday, October 2-Wednesday, October 4, 2006 – America-China Women Business Leaders Conference, Montgomery County Conference Center, 5701 Marinelli Road, North Bethesda. Over 100 accomplished American and Chinese women entrepreneurs and executives will get together for two days of to forge strategic alliances, partnering networks and lasting friendships. Click above or visit www.acbwa.org for more information.

Tuesday, October 17, 2006 (3:00-6:00pm) – NAIOP Virtual Real Estate Bus Tour, Montgomery County Conference Center, 5701 Marinelli Road, North Bethesda. Join area real estate professionals abroad the “Virtual Bus” for a look at the latest commerical development projects throughout Surburban Maryland. Click above or visit www.naiopmddc.org for more information.

Thursday, October 19, 2006 (3:00-6:00pm) – African American Chamber of Commerce Annual Awards Dinner, Montgomery County Conference Center, 5701 Marinelli Road, North Bethesda. For more information or the register, send email to jhardy6795@aol.com.

Thursday, October 19, 2006 (10:00am-3:00pm) – 10th Annual Women in Business Celebrate Success! Gala, Bethesda.Marriott, 5151 Pooks Hill Road, Bethesda. Over 500 participants will meet exhibitors, network with colleagues, participate in a silent auction and enjoy a fabulous lunch at this highly anticipated annual event celebrating successful women business owners and entrepreneurs throughout Montgomery County. Call 301-365-1775 for more information.

Friday, October 27, 2006 (8:00am-12:00pm) – 15th Annual Baltimore/Washington Area Government Procurement Fair, Greenbelt Marriott, 6400 Ivy Lane, Greenbelt. Don't miss this great opportunity to learn the step-by-step process for doing business with government agencies, the criteria they use to select vendors and make contacts with buyers from area government agencies & prime contractors. Call 301-725-4000 for more information.

Tuesday, October 31, 2006 - 8:30-10:30am – 2006 Workforce & Economic Development Awards, Montgomery County Conference Center, 5701 Marinelli Road, North Bethesda. Join DED, other County staff and several hundred of your fellow business and community colleagues from around the County as we honor this year's leading achievers in workforce and economic development. Call 240.777.2000 for more information or to register.

Recent Company Attractions, Expansions & Relocations

- **Caelum Research Corporation** – Expansion in Rockville to 12K s.f. by this growing biotech company with about 22 current employees.
- **L-3 Titan** – Security and intelligence company, opened a new 18K s.f. facility in Rockville.
- **PDA** – 21K s.f. expansion in Bethesda of this 100-employee association.
- **Recovery Point Systems** – Germantown expansion into a new 114K s.f. Disaster Recovery Center.
- **Rubino & McGeehin** – Financial services company expanded to 24K s.f. in Bethesda.
- **Sigma-tau Pharmaceuticals** – Expansion in Gaithersburg to 22K s.f. by this 80-employee biotech company.

In the News...

Drug giant Novartis will help Rockville-based Human Genome Sciences (HGS) develop and market one of its leading drug candidates in a partnership that could be worth as much as \$507 million to HGS. Novartis will co-commercialize HGS's Albuferon, an experimental drug in clinical trials for hepatitis C and other illnesses. Both companies will share U.S. commercialization costs and profits equally.

Bethesda-based RegeneRx Biopharmaceuticals, a small biotech company developing drugs to accelerate tissue and organ repair, has received a \$545K grant from the U.S. Food and Drug Administration (FDA) to develop its lead product candidate, Thymosin beta 4, or TB4, which is in mid-stage testing. The company says the two-year grant is from the FDA's Office of Orphan Products Development. RegeneRx is currently enrolling patients in a Phase II clinical trial of TB4 for the treatment of wounds caused by epidermolysis bullosa (EB), a rare but often devastating genetic disease that affects fewer than 50,000 people in the United States...

Germantown-based Hughes Network Systems has signed multiple contracts worth almost \$60 million to develop and supply a high-speed mobile data system to Thuraya Satellite Telecommunications, a seller of satellite-based mobile phone services worldwide. The new data system and accompanying satellite terminals will enable Thuraya to offer customers faster data services over its Internet protocol-based network.